

To: Ben Taube, SEEA

From: Mike Gannon, County Mayor – Cannon County; Harold Patrick, Mayor – Woodbury

Re: Competitive Energy Efficiency Block Grant Partners

Date: December 10, 2009

Launching a Community Energy Alliance in a low income rural community

Cannon County is located due east of Rutherford County, the fastest growing county in Tennessee and one of the fastest growing counties in the country. Our location on the edge of that massive growth puts us in a defensive position: we believe it is necessary for us to maintain our rural culture and the accompanying open space and healthy water supply that runs from our County into Rutherford County ultimately emptying into Percy Priest Reservoir.

We believe the healthy food and water supply originating in Cannon County supports the economic engine of Rutherford County. We are effectively a park and farm on Rutherford's east flank.

As a lower income rural community with older public infrastructure and housing stock, our citizens spend a higher percentage of their income on utility costs. Funds have not been readily available for homeowners to make capital investment upgrades that would lower their home's monthly operating costs. A mindset shift resulting from education around energy efficiency, climate change issues and capital investment versus consumed dollars will be necessary and possible as the community comes together to create an Energy Alliance.

Local infrastructure must be assessed for efficiency. Energy dollars spent processing potable water that is then lost in delivery is a waste of water, energy, and cash. Energy dollars spent hauling more trash every year benefits no one. Energy dollars spent processing increasing amounts of sewage must be contained.

The local community which is more accurately described as a collection of sub-communities is organized around family structures and geographical constraints. Our county is rolling hill forest with headspring streams on the north; flatland farms occupy the southern half of Cannon County. Historically, families formed communities where they farmed. Coming to "town" was a big event.

A unifying force in this county is the centralizing effect of church going. We have both small country churches and a few large city churches. There information is effectively disseminated; community energy alliances must be built where people gather and around those people most respected.

The school system comprises 6 elementary schools and 1 high school. The school structure bridges the church communities binding the city and county together.

The internet has become an information leveling factor. That technology allows this relatively small and geographically dispersed population to share ideas and event details efficiently. We are aware of the technology gap between generations. The youngest people in our community have the greatest access to and make the greatest use of the internet. They have access to ideas being considered around the state and country. Despite having sent it sons to the military and war over the last 100 years, this youngest generation is the first to be children of the planet. They have an electronic viewing window to the world beyond our hills. They are prepared to participate in the greening of this community.

Local resources in support of an Energy Alliance

Both the City of Woodbury and Cannon County are submitting EECBG applications to TN Dept of Economic Community Development. We will leverage those funds with other federal grants and private investment dollars to accomplish our mission.

Possibly because of our rural location, there are already an unexpected number of solar powered homes. That is an educational resource and data collection source available to our local utility, our school system, and area residents. Titan Specialized Services, Inc.'s The Solar Wind Store is currently building a 30,000 square foot facility in Cannon County to supply renewable energy systems.


Middle Tennessee Electric Membership Corporation (MTEMC) working with Tennessee Valley Authority (TVA) has a variety of programs to support and fund energy efficiency efforts in our community.

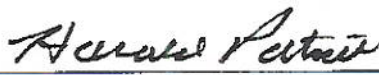
- offers new construction home design review before construction begins
- offers cash incentives for installation of efficient HVAC and water heaters
- offers on-bill financing for new high efficiency HVAC
- on-line home energy evaluations provide suggestions for lower energy consumption
- 1 staff member is dedicated to Cannon County to provide in person energy efficiency advice
- in partnership with TVA, in-home energy evaluations are available with possible cash incentives for making energy efficient improvements
- provides commercial efficiency advice and incentives
- Green Power Switch allows consumers to buy electricity produced through renewable sources. Customers who purchase such an option are those most likely to make conscientious use of energy at home.
- Generation Partners program provides incentives for the installation of solar and wind energy generating facilities. Customers sell the electricity they produce to TVA. The third residential customer to sign on to GP is located in Cannon County.

Our community is served by 3 banks. One is publicly traded while the other 2 are privately held. All three have multiple locations in the region. Creating lending programs that support energy efficiency projects impacts the local economy, yet also influences the activities across the banks' broader service areas.

Local community groups are a significant organizing force in Cannon County. Information discussed and disseminated there encourages participation. The broad community starting with a majority of high school students and including local leadership have recently signed on to coordinate a Greenway Project along the river that flows through our county. The recently demonstrated ability to gather the community on a mission is an indication of our willingness to plan for the longer term.

An Energy Alliance in our community will necessitate a holistic approach in the review of our public and privately owned properties. We will focus our community leaders on this work. Being a small, close knit community enables good communication and coordinated decision making.


Mike Gannon, Cannon County Mayor


Harold Patrick, Woodbury Mayor

**Energy Efficiency & Conservation Block Grant [EECBG] Competitive Opportunity:
Overview of EECBG Options and DRAFT Recommendations**

Grant Description

This grant is for large-scale programs of ongoing energy efficiency retrofits on residential, commercial and public buildings in geographically focused areas. Retrofits must reduce total monthly operating costs of the buildings. Total award amount is \$390.04 million. DOE anticipates making 8-20 awards; award sizes from 5 to \$75 million. DOE is looking for a 5:1 leverage of the funds and a revenue and sustainability model to carry the program beyond the grant period.

Description of how many and what kinds of buildings will be targeted and their geographic location

Target area is within a 10-15 mile radius of the core city.

Description of outreach/advertising to building owners

Geographical focused marketing will be on homes/buildings built in pre-1980 areas. We want broad market participation. The following are examples of marketing efforts that will be utilized:

- JEA bill, JEA Email groups, Geo-targeted direct mail
- Northeast Florida Community Energy Alliance [NEFCEA] and its associated stakeholder member groups
- Promotion to 50,000 JEA customers who have opted-in to Positive Energy program
- Qualified vendor affinity marketing

Description of how retrofits will be delivered (audits and contract work)

- Market via JEA, COJ and NEFCEA mechanisms
- Promote subsidized investment grade audit [subsidy paid by grant]
- Implementation alternatives includes - cash payment, contractor installation, as well as:
 - Consumer/Business DIY
 - Conventional financing via local participating financial institutions [with interest buy down]
 - Energy Services Company [ESCO] financing & installation
- Participating contractor to meet JEA standards

Description of how savings will be monitored and verified

JEA through its Demand Side Management program will provide Measurement and Verification services in accordance with accepted industry protocol

Description of how program will be financed (leveraged funds and alternate revenue streams)

- Residential - JEA has incentives for existing homeowners
- Public Buildings
 - COJ will self fund Energy Efficiency [EE] measures or through (e.g., formula grant...)
 - JEA and Duval County School Board [DCSB] may be interested in using the ESCO model
- Small Commercial - Conventional financing (e.g... Community First CU, banks) and ESCOs
- Third Party Financing
 - Interest rate buy down with participating 3rd party financial institutions will be used to generate a high level of interest in the program.
- Revolving Loan Funding options
 - Have COJ's Housing and Neighborhood Department [HAND] provide loans to CDC/CHDO's for residential energy efficiency loans up to \$20K to give funds toward HVAC, insulation, window retrofits, retrofit an entire home with Energy Star/energy efficiency appliances. CDC's will rehabilitate a home for low to moderate income brackets, and fund energy efficiency improvements with revolving loan funds from the HAND. Repayment will be made at the sale of

the home. (Est. 10 homes a year at \$20K = \$200,000). Alternately we could set up a mechanism for home owners to repay the city.

- Have JEDC to administer a revolving loan fund for small businesses to receive investment grade energy audits. Implement selected EE recommendations of the audits financed through a low interest loan.
- Property Assessed Clean Financing [PACE] – improvements paid via property tax /escrow

The leverage for the approaches outlined here is a minimum of 5:1 depending on assumptions used.

Description of Implementation plan

Based on JEA's DSM plans and work from the development of the Northeast Florida Community Energy Alliance (NEFCEA) JEA will lead initial efforts. Three year plan using grants funds; fourth year must be self sustaining model. Technical support will be provided by the Florida Solar Energy Center [FSEC]

Partnerships

The City of Jacksonville / JEA / Southeast Energy Efficiency Alliance

Mayor Tommy Battle

PROCLAMATION

WHEREAS, the creation of a council has been created by the Mayor to advise the City of Huntsville on issues related to sustainability also called "Green 13";

WHEREAS, this said council has begun to submit recommendations to the mayor on specific actions to be taken by the city to become more sustainable;

WHEREAS, the council has determined that the City of Huntsville can benefit significantly from the creation of an energy alliance, named Energy Alliance of Huntsville

THEREFORE, BE IT RESOLVED, by the Mayor of the City of Huntsville, Alabama that I support the concept of a non-profit entity, such as an Energy Alliance of Huntsville, to formally plan and implement energy efficiency projects. This Energy Alliance of Huntsville should have community "attributes" such as electricity credits, renewable energy credits, and other pollution reduction possible payments.

BE IT FURTHER RESOLVED, by the Mayor that the Energy Alliance of Huntsville will seek the support of local government, electric and gas utilities, community foundations, and other key stakeholders, many of which the Green 13 has already gained the support of as seen in this application package. The City of Huntsville is already partaking in several energy efficiency projects in the city buildings as well as others through the management of the city's facilities department and Huntsville Utilities with cooperation from the Tennessee Valley Authority. The City seeks to explore further energy efficiency projects in public buildings in possible conjunction with the management of the Energy Alliance of Huntsville.

BE IT FURTHER RESOLVED, the Green 13 will develop over the next several months realistic goals for the city by means of energy and water reduction. I am confident we will be able to achieve job growth as the Green 13 focuses on economic growth. The citizens of Huntsville will be active participants in energy efficiency which has already been seen at recent monumental events. The city is actively pursuing Energy Efficiency block grants and will look to invest some of these resources when available to requirements of the Energy Alliance of Huntsville. As Mayor, I look to support these endeavors throughout my term and will suggest local government support these efforts beyond that.

DATED this 14th day of May, 2009.

December 11, 2009



Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Re: Letter of Commitment for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

It is our pleasure to submit this letter of support to the Southeast Energy Efficiency Alliance (SEEA) in support of Huntsville, Alabama participation in a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency. We also give SEEA the authority to submit the regional application which will include my city as a partner. This regional application will seek the maximum award of \$75 million.

We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

A handwritten signature in black ink that reads "Ruchi Singhal". The signature is fluid and cursive, with the first name "Ruchi" and last name "Singhal" clearly distinguishable.

Ruchi Singhal
Director
Nexus Energy Center
Huntsville, Alabama

Energy Team Lead
Huntsville's Green 13 – Mayor's Taskforce on Sustainability



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Mr. Ben Taube
Southeastern Energy Efficiency Alliance
PO Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

We are writing to offer the Towns of Chapel Hill and Carrboro's enthusiastic participation in your response to the federal "retrofit ramp-up" announcement from the Department of Energy. The Towns are prepared to enter into a collaborative effort with SEEA, our neighboring jurisdictions, and other stakeholders and partners in pursuit of the establishment of a local energy alliance. The purpose of this letter is to outline our proposed participation.

We envision a primary outcome of this effort being the establishment of a new alliance of partners. Importantly, we intend to help create a new energy alliance operating organization as a public-private partnership and a market-making/job creation approach to address energy usage in buildings. This partnership will focus on building science, systems, and usage behavior, with an emphasis on improving energy efficiency by 20% - 40% per structure, and a second emphasis on phasing in alternative/renewable generation. We envision this project to unfold over approximately three years, with the partnership and alliance being a long term, sustaining, and visionary pursuit. We are inspired by the work of SEEA in this regard, and appreciate the opportunity to learn perhaps most poignantly from similar efforts in Charlottesville, VA. Charlottesville has created a roadmap of sorts for us, and we look forward to creating a Chapel Hill and Carrboro version of this map, in cooperation with our local partners.

Chapel Hill and Carrboro's land use is predominately residential, with approximately 80-85% of tax revenue coming from the residential sector. As such, Chapel Hill and Carrboro intend to focus on residences for energy retrofits as part of the retrofit ramp-up program. The commercial sector will also be addressed, as will municipal energy use, but any significant improvements in efficiency will by circumstance require an emphasis on residential use. We do not believe that the Towns own any buildings with sufficient energy use to warrant performance contracting, but will explore Chapel Hill's public housing as a potential performance contracting target. Additionally, we will work closely with Orange Water and Sewer Authority (OWASA), which is the largest public sector energy user in Chapel Hill and Carrboro's jurisdiction, to explore performance contracting and retrofit opportunities. The other utility providers in Chapel Hill and Carrboro

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include Duke Energy, Piedmont Electric, and Public Service of NC (gas). Partnerships with these organizations will be central to the success of this initiative.

Chapel Hill and Carrboro are Primed for an Energy Alliance

Chapel Hill and Carrboro have already begun to pursue this path through various initiatives. Since 2001 and in cooperation with Orange County, Chapel Hill and Carrboro have become members of ICLEI-Local Governments for Sustainability, made a commitment to the five milestones of the US Cities for Climate Protection program, and signed on to the Mayor's Climate Protection Agreement. In recognition of our commitment to energy efficiency, all traffic lights in Carrboro have been converted to LED lighting and Chapel Hill is scheduled to complete the same task within the fiscal year. Carrboro also worked with Triangle J's Waste Reduction Partners to complete energy audits of all municipal buildings in 2008, and Chapel Hill has conducted audits of various facilities since 2005.

A new fire station is currently being built to LEED silver standards in Carrboro, and Chapel Hill's Fire Station #1 is equipped with a multitude of energy efficiency upgrades, including both solar thermal and photovoltaic arrays. Additionally, Chapel Hill has established a revolving "Energy Bank" for energy efficiency projects on Town buildings, and in 2009, both Towns were recognized by the NC League of Municipalities for "Advanced" status under the League's Green Challenge for a variety of sustainability practices, including supporting NC Green Power. Carrboro is currently working with Duke Energy to use municipal property for photovoltaic installation, and the Town of Chapel Hill is nearly nine months into a pilot project with Duke Energy to explore LED streetlighting along the 100 block of Franklin St.

The Towns are recognized leaders in addressing energy use in transportation via a highly innovative fare free Transit system; progressive land use planning; aggressive pursuit of bicycle and pedestrian infrastructure, including on road facilities, sidewalks, and greenways; and use of alternative fuels. Chapel Hill has also established a Green Fleets program, which requires municipal vehicles to meet energy efficiency standards when purchased and while operating. Carrboro's fleet includes a number of hybrid and alternatively fueled vehicles as well.

Our local water and sewer utility, Orange Water and Sewer Authority, in cooperation with the University of North Carolina, has created arguably the State's best water conservation program, including an innovative reuse component. In a similar vein, Orange County has arguably the most successful recycling program in the State and along with UNC is in the process of developing a methane gas recovery program. UNC, located

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in downtown Chapel Hill, has committed to being climate neutral by 2050. Our location within a triangle community that is committed to a new energy future provides many opportunities for successful collaboration.

Chapel Hill has been allotted an EECBG formula grant of \$554,900. The Town has retained consultants to assist with development of an energy strategy, which is being designed—in part—to support the Town's interest in the Retrofit Ramp-up program. Specifically, Chapel Hill plans to implement a number of activities that would provide the foundation for an energy alliance, such as: an on-bill utility feedback mechanisms to spur voluntary energy conservation; an on-bill financing program with the water utility which may expand to electricity and gas; social marketing for energy efficiency to increase voluntary conservation and competition among neighborhoods; and neighborhood canvassing in residential areas to offer audits and low-cost solutions.

With a population just under 20,000, Carrboro has been preparing for imminent release of State competitive EECBG funds for non-formula jurisdictions. While the details of this submittal and potential award are pending, Carrboro is prepared to commit a significant portion of these funds to the establishment of an energy alliance. Carrboro has applied for technical assistance through the State Energy Office in consideration of these EECBG funds, and intends to use this assistance to complete detailed assessments of Town buildings and pursue recommended retrofits. Carrboro is also prepared to use local matching funds to support additional staffing with a primary responsibility of establishing the alliance and pursuing retrofits. Our intention is to pursue this immediately to allow us to be as well positioned as possible to participate in Phase 1 of your effort, assuming your bid is successful.

One of the most important immediate activities for the Towns to pursue is to work with our other utility providers, Duke Energy, Piedmont Electric, and PSNC to define their participation in an alliance. These providers all currently offer various energy assessment and efficiency programs to customers, so our coordination efforts will focus on their capacity to help with additional and coordinated efforts.

Financing

The means for financing will be an important determinant of an energy alliance's success. We agree with the three goals established in Charlottesville/Albemarle County, and "strawman" tiers of service:

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1. We want customers to implement the most sensible energy improvements that save both energy and money. We intend to provide the information, delivery system, financing and risk management to make it safe to invest, make sure it works and make sure it pays for itself.
2. We want contractors and trade partners to get certified, to guarantee their work, and in return, we will bring motivated customers that have prearranged financing.
3. We want lenders and financial partners to enjoy a solid, risk-free return.

Tier One (encouraged for virtually every homeowner)

A basic weatherization and energy efficiency loan, for improvement measures up to \$8,000, a seven year term, at 5% interest. Monthly payments are under \$100. This will permit substantially effective energy efficiency gains in most homes, in most cases with a two - three year payback or less.

Tier Two (for more extensive retrofits)

A robust energy improvement loan, permitting substantial improvements (for example, Tier one, plus HVAC upgrade, appliance upgrade, possibly solar hot water; or if Tier was previously completed, HVAC or a renewable generation application such as solar or ground source) up to \$25,000, a 15 year term, at 5% interest. Monthly payment is under \$200.

Tier Three (for major retrofits)

A loan program for major retrofits, with a loan amount (large enough to encourage solar, ground source or other appropriate renewable application) up to \$50,000 over 25 years and 5% interest. Monthly payment is under \$300.

We intend to look into a portfolio of financing mechanisms. We will work closely with SEEA, the State, and our local partners to capitalize the alliance and pursue financing in a means that will create deep and sustaining market penetration. It is premature to specify these details, pending full review and buy-in from all stakeholders. However, several initial points are worth mentioning. In order to achieve DOE's leveraging goals, we will need support by other utility and public incentives. The North Carolina General Assembly has recently passed legislation that will allow the Towns to explore PACE/special district financing as well as a revolving loan fund. In 2008 and 2009, the NC General Assembly passed S.L. 2008-165 (H1770), S.L. 2009-522 (H 1389), and S.L. 2009-525 (S97) that we are actively exploring to determine the details of the authority

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provided to us to fund and assess energy improvements on private property. We are excited by the potential impact of this innovation and exploring ordinances for local implementation.

The NC Utilities Commission has established renewable portfolio standards that support opportunities for renewable retrofits. On bill financing will be an important avenue of exploration, and we are open to power purchase agreements and third party financing. We intend to engage local banks and credit unions to provide loan making and servicing capability using the capital pool. So instead of being limited to one option, such as on bill financing with a few utilities, we would like to consider all potential financing options that offer attractive rates. Determining the best solution or combination of options will be an important initial milestone.

Program Funding

Our funding strategy is to develop a pool of capital from diverse sources and use it to finance the alliance's start up and customers' energy projects. Initially we will capitalize the program with federal Stimulus funds including energy block grant distributions and, we hope, SEEA grant support. Chapel Hill and Carrboro have AAA and A+ bond ratings, respectively, but we are cautious about adding to debt load in the near term.

However, we intend to consider all reasonable bonding arrangements. In a similar fashion, we will work with our local banks to consider their partnership in both loan making and loan servicing. Revenue sources besides stimulus funds will need to be diverse, and could include: funds offered by local governments, private donors, grants and foundation support, and Clean Renewable Energy Bonds and Qualified Energy Conservation Bonds.

In terms of sources of operating income for a local alliance, we envision operations to be supported by:

- project fees
- membership revenue
- website advertising
- fees from special programs, seminars, conferences
- potentially, subscription data sales from a database

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Energy Rating, Audits, and Retrofits

Home and commercial energy audits will obviously be a central component of a local energy alliance. It is premature at this point to identify specific parties to pursue these audits, but our recommended process can be outlined. We believe that a successful auditing approach will build on Home Performance with Energy Star (HPwES). HPwES is a comprehensive energy efficiency program for existing residential building stock with clear requirements and standards for participation. It incorporates building science best practices such as:

- an in depth energy audit (called a Comprehensive Home Energy Audit)
- Building Performance Institute standards and certifications
- testing in and out procedures
- third party quality assurance and conflict resolution procedures (Carrboro has 3 Class III building inspectors that can help meet third party quality assurance)
- programmatic reporting requirements

From census data, Chapel Hill and Carrboro have about 27,500 and 8,000 households, respectively, and have established a preliminary goal of spending \$1M and \$325k of federal funds, respectively serving 7-8% of this market over the 3-year course of this project (average of \$3k investment per residence). These households reside in about 4,500 buildings, in Carrboro and 11,100 in Chapel Hill. One of the ideas Chapel Hill and Carrboro would like to explore through this initiative is neighborhood scale efficiencies especially in "Tier 1" audits. Much of Chapel Hill and Carrboro's residential building stock has substantial redundancy within neighborhoods based on when and by whom residences were built. The area closer to downtown is older, with most buildings being older than the suggested 15 year age threshold for HPwES candidates. Carrboro has 537 non residential buildings, and Chapel Hill has close to 4M square feet of commercial space. The majority of these establishments are office space and small businesses. Chapel Hill and Carrboro have established a preliminary goal of spending \$225k and \$70k of federal funds and serving 6% and 14%, respectively, of these over the course of this project (average of \$6k per establishment in Carrboro and \$3/sq ft in Chapel Hill). Carrboro's commercial sector is characterized by small businesses in a tightly knit community, many in a small downtown. Much of the commercial building stock is older and may warrant larger investments to realize substantial efficiency gains. Given this profile, some of the approaches recommended in DOE's Rapid Deployment Energy Efficiency Toolkit such as non-residential rebates and retrocommissioning, and commercial food service incentives warrant consideration. Chapel Hill's

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commercial sector is more dispersed, with older building stock located in the downtown area and newer commercial businesses situated along major transportation corridors leading out of town.

Organizations such as the downtown business associations, Carrboro's Economic Sustainability Commission and Local Living Economy Task Force and the Foundation for a Sustainable Community provide a fertile environment for pursuing commercial retrofits. The Towns and county maintain fairly detailed data about various building characteristics and construction that can support neighborhood scale education and outreach efforts, potentially promoting more rapid and comprehensive retrofits with fewer up front resources. We recognize that this possibility needs to be tempered with a need for rigorous quality assurance and monitoring and verification.

Workforce Development

The local area has a strong workforce, with the energy professional's database maintained by NCSU Solar Center database showing 205 energy analysts serving Orange County, with 46 of these having professional experience as energy raters. North Carolina has 50 RESNET certified raters or rating providers, with about 20% of these operating in or within half an hour of Chapel Hill and Carrboro. This capacity in relatively small towns provides ample workforce to "hit the ground running." North Carolina's strong Community College system, including a campus of Durham Technical Institute in Orange County less than 10 miles from Chapel Hill and Carrboro, is well equipped for workforce training. NC State University and NC A&T, both within 30 miles, provide ample additional education and training support.

Marketing

Chapel Hill and Carrboro's approach to marketing and promotion will be to utilize a spectrum of distribution channels appropriate to our engaged and accessible community. These will include both electronic and print media (e.g., community access TV and radio, internet, community based newspaper) as well as person to person/door to door campaigns. As a small, community oriented, educated, progressive, and creative Towns, marketing will present a minor hurdle. We intend to develop a more complete marketing plan in the near future after addressing organizational and financial details. Clear cornerstones of the marketing strategy will be transparency and comprehensive delivery of service to customers.

The Towns appreciate the opportunity to work with SEEA, and will certainly benefit from the experience and technical assistance of SEEA. Examples of where SEEA can likely support this initiative include: PACE

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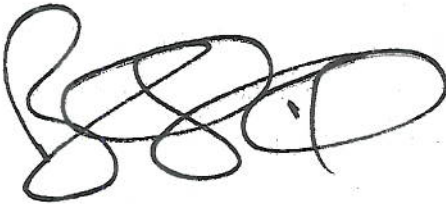
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bill structuring and implementation; development of a marketing strategy; integration with utility incentive programs; monitoring and evaluation; and recommendations for workforce training.

Sincerely yours,



Steven Stewart, Carrboro Town Manager



Roger L. Stancil, Chapel Hill Town Manager

SS/rd

Cc: Department Heads, Carrboro Board of Aldermen, Chapel Hill Town Council, Orange County, OWASA

METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

KARL F. DEAN
MAYOR



OFFICE OF THE MAYOR
METROPOLITAN COURTHOUSE
NASHVILLE, TENNESSEE 37201
PHONE: (615) 862-6000
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December 7, 2009

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Re: Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

If the SEEA application is funded, the Metropolitan Government of Nashville and Davidson County would very much consider participating as a phase II city. Great things are happening in Nashville since Mayor Dean launched the Green Ribbon Committee, from green building achievements to new Bus Rapid Transit and more. We are excited about the potential opportunity to further the greening of our city and support and see the great value of the regional approach to energy conservation.

As you know, in June of 2008, Nashville Mayor Karl Dean signed an executive order creating the Green Ribbon Committee on Environmental Sustainability. This committee, made up of a diverse group of 27 of Nashville's leaders and co-chaired by Dr. Randy Lowry, President of Lipscomb University and John Ingram, Chairman of Ingram Industries, was charged with making recommendations to the Mayor on ways Nashville could become the greenest city in the southeast. The Green Ribbon Committee released their report of 16 Goals and 71 Recommendations this past summer. Two of the goals in the report were to "Reduce our Energy use 5% by 2012 and 20% by 2020" and to "Reduce the Environmental Impacts of Buildings through Green Building Practices."

Nashville government is showing its commitment to greening our buildings and reducing our energy use by planning to use a portion of the American Recovery and Reinvestment Act, Energy Efficiency and Conservation Block Grant (EECBG) towards retrofitting community buildings. Other planned areas that EECBG funds will be used for are: training and education programs, recycling, bikeways, and creating an office for environmental sustainability.

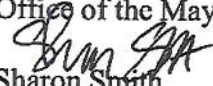
The Greenhouse Gas Inventory of the Nashville and Davidson County community released this past winter showed that Metropolitan Government operations account for approximately 5% of the total emissions. This underlines the importance of engaging our community at large towards conservation. With this in mind, Nashville would appreciate the opportunity to have an innovative residential retrofit program to help our residents in greening their homes. There is already much interest within the community as can be seen by Councilwoman Kristine LaLonde who, in support of the Mayor's Green Ribbon Committee report, started Go Green District 18, a challenge for homeowners and businesses in her district to reduce their energy use by signing up for in-home energy evaluations. Additionally, this past July, Metropolitan Council by overwhelming majority passed RESOLUTION NO. RS2009-866 in support of a Green Jobs training program. These examples are intended to highlight broad scale community engagement and support that Nashville is developing; a comprehensive platform from which to ensure environmental stewardship as well as leadership.

Good luck with the application and we look forward to future discussions on Phase II. Please feel free to contact Sharon directly with any further questions.

Sincerely,



Jenna Smith
Environmental Sustainability Manager
Office of the Mayor



Sharon Smith
Environmental Specialist
Metropolitan Government Of Nashville and Davidson County

ORANGE COUNTY

HILLSBOROUGH
NORTH CAROLINA

Manager's Office

Established 1752

December 11, 2009

Mr. Ben Taube
Southeastern Energy Alliance
PO Box 13909
Atlanta, GA 30324

Dear Mr. Taube:

Orange County has recently been apprised of the discussions with the towns of Chapel Hill and Carrboro and your organization on the potential for a new "energy alliance" of public and private partners to address job creation, energy efficiency and an energy efficiency market in our community.

While Orange County is not in a position to consider becoming part of the recent SEEA submittal for federal Retrofit Ramp-Up funding to this end, the County is interested in the concept of a local energy alliance and would like to support the application that has been submitted and the formation of such an alliance in this area with Chapel Hill and Carrboro as initial members.

With a number of potential public and private partners in our county, we will be following closely the progress of the potential energy alliance, and may very well be interested in becoming a part of this effort at some point in time in the future.

As a member of the International Council for Local Environmental Initiatives and the "Cool Counties" program, Orange County has made a commitment to address energy issues and climate change. We look forward to hearing more about a local energy alliance that can help all of us further our goals in this regard.

Sincerely,



Frank W. Clifton
County Manager

cc: BOCC
Willie Best
David Stancil

December 10, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, D.C. 20585

**RE: City of Atlanta and the Southeast Energy Efficiency Alliance
Energy Efficiency and Conservation Block Grant Project Finance Program –
DE-FOA-0000148**

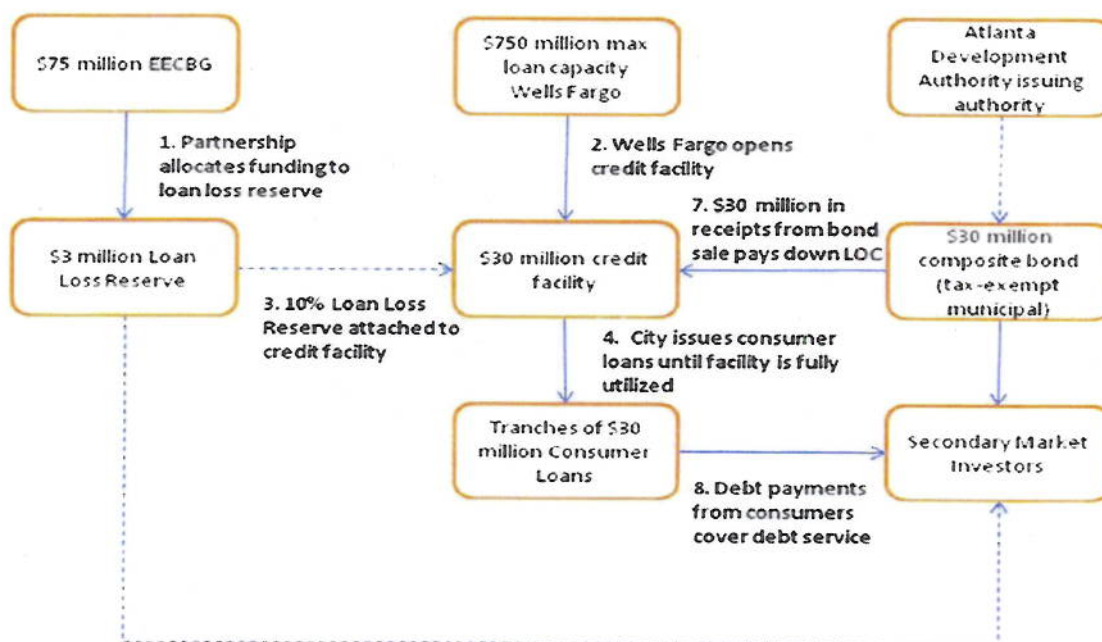
Dear Secretary Chu:

It is the understanding of The Atlanta Development Authority (ADA) that the city of Atlanta, through the Southeast Energy Efficiency Alliance (SEEA), is submitting an application to the Department of Energy regarding the Energy Efficiency and Conservation Block Grant (EECBG) program. In connection with ADA's commitment of participation, ADA confirms the following:

- ADA is committed to Energy Efficiency standards, has established a Green/Sustainable Group and standards, and commits to targeting energy efficient practices across all departments and economic development incentive tools. ADA has 2 full time LEED certified employees, nearly a dozen green/sustainability trained employees and board representation on multiple green organizations, banks, and associations, including Georgia Green Loans, a division of Appalachian Community Enterprises, Inc. (ACE), Sustainable Atlanta, Southface Energy Institute, Atlanta Regional Commission's Green Communities, Urban Land Institute Sustainability, International Council of Shopping Center Retail Green Program Committee, and many others.
- As the official economic development agency for the city of Atlanta, ADA is the project manager for the five-year New Century Economic Development Plan (EDP) which outlines seven goals including the addition of 1,900 acres of parks & greenspace, the addition of 10,000 workforce housing units, and the creation of 84,000 jobs.
- Since 2001, ADA has worked to stimulate sustainable economic growth as the Redevelopment Agent for the city of Atlanta using tax increment financing (TIF) within each tax allocation district (TAD). To date, ADA has managed the issuance \$486 million in TIF bonds, leveraging over \$3 billion in total project investment. These investments created more than 10,000 construction jobs and 8,800 permanent positions and resulted in the construction of over 8,200 housing units and five million square feet of commercial space.
- ADA has participated in the issuance of over \$2 billion in bonds, either as direct issuer or Redevelopment Agent. ADA has utilized the underwriting services of many investment banks, including Wells Fargo Securities, Wachovia Bank N.A., SunTrust Robinson Humphrey, Bank of America, and Fifth Third, making it the ideal partner for the city of Atlanta, and potentially the SEEA Regional Consortium, for both bond issuance and general administration of the lending program across multiple jurisdictions.

- In addition to TAD issuances, ADA has stimulated sustainable economic growth by approving over \$1 billion in lending programs and grants. Possessing a portfolio of past customers, working in dozens of communities, and regularly partnering with over 40 community development partners, the organization is ideally situated to expand its product services to green lending. Currently ADA administers nine TAD community advisory boards staffed by vested community partners working regularly to generate interest and investment in their communities. **For more information about the ADA visit www.atlantada.com and see Exhibit 1: ADA Structure and Programs.**
- ADA plans to administer the city of Atlanta finance/credit facility. ADA has commenced discussions with SEEA to administer up to a \$750 million energy efficiency project finance facility targeting eligible residential and commercial borrowers across a multi-jurisdictional group. ADA may outsource or manage in-house all or part of the underwriting, servicing, and administration of the lending program according to individual jurisdiction and subject to further discussions.
- ADA is prepared to act as the issuing authority for approximately \$30 million in bonds for the city of Atlanta. ADA has commenced discussions with SEEA to act as the issuing authority for up to \$750 million for a multi-jurisdictional financing program, subject to further review.

The credit facility and debt service reserve may operate in a manner similar to that shown below:



**Anticipated EECBG leverage of 10:1 through this structure*

- The details of the program(s) -- including final pricing formulae, terms, credit underwriting guidelines, bond issuance procedures, the feasibility of regional administration by ADA, subsidiaries, or partners, etc. -- are subject to further discussion, formal agreements and our standard due diligence, internal review, and credit approval procedures.

- ADA anticipates utilizing tax increment financing in the four Commercial Corridor TADs to support and encourage renovation and development of commercial properties within these historic commercial corridors. ADA will collaborate with the city of Atlanta to leverage EECBG funds with tax increment to achieve mutual goals and maximize sustainable growth and job creation. The tax increment match will significantly leverage EECBG funds. Over the next 3 years it is estimated the matching TAD funds would exceed \$3 million and leverage more than \$30 million in private investment. ***For more information see Exhibit 2: CTAD Summary, Exhibit 3: CTAD Boundaries, and Exhibit 4: CTAD Demographic Profile.***
- ADA will allocate staff to administer the program according to the decided upon scale and structure. A total of \$858,977 in staff resources, from the TAD Department alone, is committed to the success of the applicant's lending program. Additional departments' resources, including Commerce & Entrepreneurship and Housing Finance, totaling \$2.8 million in staff resources, are available for leveraged allocation according to final lending administration terms.
- An award of DOE EECBG funds for the proposed revolving loan facility and debt service reserve fund for the SEEA and participating jurisdictions should strengthen the financing credit structure of the bonds and lower interest rates to borrowers, while contributing to the establishment of standardized capital markets servicing Energy Efficiency Financing.


If you have any questions concerning this letter, please call Jay Jameson directly at (404) 588-5470.

Sincerely,

The Atlanta Development Authority


Peggy McCormick
President


Tom DiGiovanni
Chief Financial Officer


John (Jay) Jameson
Commercial TAD Development Specialist (*EECBG Contact*)

cc: Mandy Mahoney, Director, Office of Sustainability, City of Atlanta

Larry Richardson, Director, Sustainable Public Infrastructure Group,
Wachovia Bank, National Association

Exhibit 1: About the Atlanta Development Authority

The Atlanta Development Authority was formed in 1997 as a state of Georgia registered local government authority. As the economic development agency for the city, ADA represents intown Atlanta, which has a population of 525,000 and growing. A finance savvy economic development organization, it focuses on residential, business, and investment growth in the city, as outlined in the New Century Economic Development Plan, adopted by Mayor Shirley Franklin in 2004. ADA is governed by a nine-member board of directors. It has 70 employees and partners regularly with more than 50 economic development partner organizations. ADA utilizes the full economic development finance toolbox, including bond finance, revolving loan funds, tax increment financing, New Market Tax Credits, and many others.

Every day, ADA works to attract employers and investment to the city. ADA's board approved more than \$1 billion in business transactions in 2008 alone. While net job numbers were down citywide, ADA was successful in adding 700 new jobs, and more foreign firms had their eyes on Atlanta than ever before, with the life science and digital media sectors drawing the most interest.

Structure

ADA has six divisions: Commerce and Entrepreneurship; Finance, Facilities and Asset Management; Housing Finance; Legal; Marketing and Public Relations; and Tax Allocation Districts.

Programs

Bedrock Tools: Bond Financing

- Tax-exempt multifamily and single-family bonds
 - Through the issuing authority of the Urban Residential Finance Authority (established in 1979), ADA receives in excess of \$70 million per year in tax-exempt bond allocation to be used for multifamily or single family affordable housing.
 - Multifamily tax-exempt bonds provide long-term, below-market interest rate financing to developers for the construction, acquisition and rehabilitation of affordable rental housing.
 - Single-family tax-exempt bonds provide mortgage financing to low- and middle-income families who are first-time homebuyers.
 - More than \$1 billion in tax-exempt bonds have been issued by URFA since 1985, creating in excess of 15,000 units of affordable housing
- Revenue bonds
 - "Small Issue" private activity bonds (also known as industrial development or industrial revenue bonds) may be issued for facilities used in the manufacturing, production or processing of tangible personal property, and on-site related and ancillary office, warehouse and other space.
 - Private activity bonds may be issued to finance property of Section 501(c)(3) non-profit organizations, such as qualifying schools, charities and healthcare facilities. Most such bonds are not subject to amount limitations. Some tax-exempt private activity bonds for Section 501(c)(3) organizations can be designated as "qualified" for purchase by banks with full tax benefits.
 - Private activity bonds also may be issued to certain "exempt" facilities and qualifying projects, such as some solid waste disposal facilities, hazardous waste facilities, water furnishing facilities, sewage facilities, certain local electric energy facilities, certain local heating or cooling facilities and mass transportation facilities, all free from the Small Issue limitations. Airport, dock, wharf and mass-commuting facilities are included in this category. Although these types of facilities may be leased to private businesses, they must be owned by a governmental unit.
 - Lease-purchase bonds are a type of private activity bond that provide a reduction of the ad valorem taxes assessed on real and personal property. This happens indirectly, through the transfer of title of the real and personal property subject to taxation to a development authority and subsequent leasing of the property back from the authority.

Access to Capital Lending Tools: Loan Programs

- **Opportunity Loan Fund**
 - This program is intended to stimulate job creation in the city of Atlanta. The fund will provide gap financing to assist small and medium-sized businesses that create at least five new jobs in the city of Atlanta.
 - Special consideration will be given to employers in the six development priority areas designated in Atlanta's New Century Economic Development Plan.
 - ADA will provide loans of \$100,000-\$200,000 at an interest rate of one-half of the current prime interest rate plus 2 percent, with a minimum rate of 4 percent.
 - The Opportunity Loan Fund typically funds 50 percent of costs, with the other 50 percent coming from private sources, including capital investment by the borrowers or others, financing from private entities and/or SBA-affiliated loan programs.
- **SBA 504 Loan Program**
 - ADA provides financial and technical assistance to small minority- and female-owned businesses to expand and/or relocate in the city. The SBA-504 Loan Program offers businesses a unique source for 90 percent of their financing. Loans are available through certified development companies certified under the U. S. Small Business Administration 504 Certified Development Corporation Program.
 - Loans may be up to \$1.5 million or 40 percent of total project costs (up to \$2 million if the company meets a public policy goal). 504 loans for "small manufacturers" may be made up to \$4 million.
- **Business Improvement Loan Fund (BILF)**
 - The BILF is designed to encourage the revitalization of targeted business improvement districts in the city and to support commercial and industrial development in other eligible areas.
 - Two forms of financial assistance are available through the BILF: direct loans and loan participants.
- **The Phoenix Fund**
 - The Phoenix Fund assists small and medium-sized businesses with affordable loans. It provides financial assistance for the construction and renovation of privately-owned commercial buildings; equipment purchases needed to operate a business, and, in some cases, working capital.
 - ADA will provide loans of \$10,000 to \$100,000 at a rate below prime as a way of creating and retaining jobs for low/moderate income residents in the City of Atlanta.
 - The project must create or retain one job for each \$15,000 loaned, and 51 percent of jobs should be made available to low- and moderate-income persons.

Targeted Tools: Tax Allocation Districts (Tax Increment Financing)

- TIF is used in Atlanta to facilitate the redevelopment of underdeveloped areas that have experienced disinvestment resulting from environmental contamination or blight. ADA offers traditional TIF financing, which utilizes future incremental increases in property taxes generated by new development to fund eligible redevelopment costs through bond or pay-as-you-go financing.
- The use of TADs in redevelopment financing was recently affirmed through a statewide referendum in Georgia that allows each school district to choose whether or not to participate in a TAD.
- ADA has a six-person team dedicated to the planning and implementation of the ten TADs in the city of Atlanta.
- Additional abatement and incentive programs are also available to recruit new businesses through the Commerce and Entrepreneurship department.

Support Tools: New Markets Tax Credits

- Imagine Downtown, Inc. ("IDI") is a community development entity (CDE) created by ADA and Central Atlanta Progress to receive and invest New Markets Tax Credits in Downtown and select commercial corridors. IDI was awarded a \$60 million allocation of New Markets Tax Credits in 2007 and a \$20 million allocation in 2008.
- IDI will utilize New Markets Tax Credits in two primary ways to spur implementation of the Imagine Downtown Plan and improve the economic vitality of Atlanta. First, IDI intends to couple New Markets Tax Credit investments with TAD financing for the development of new or revitalization of existing real estate. Second, IDI will add to ADA's current business loan capabilities to ensure that businesses have adequate access to capital for expansion projects.

Support Tools: Affordable Workforce Housing

- The \$75 million Housing Opportunity Bond Fund was created by the city of Atlanta, Atlanta Housing Authority and Atlanta Development Authority to serve affordable rental housing needs in the City of Atlanta across the economic spectrum. This initiative establishes a revolving loan program to providing gap financing to single-family and multifamily affordable housing developers and Community Housing Development Organizations, provides second-mortgage financing to homebuyers in the form of a deferred loans, and establishes a pool of funds for the city of Atlanta or ADA to acquire land for future affordable housing development.
- The BeltLine Affordable Housing Trust Fund was created to promote the creation and preservation of affordable housing within the neighborhoods along the Atlanta BeltLine. BAHTF dollars can be combined with other affordable housing programs and city incentives and must be leveraged with private funds to acquire, construct or renovate affordable housing units in the BeltLine.

Financial Information

ADA's finances are well positioned to withstand the current challenging economic environment. ADA operates more than 40 separate accounting entities with total consolidated revenue of more than \$80 million for fiscal year ending June 30, 2009.

According to a recently completed financial audit by Mauldin & Jenkins, as of June 30, 2009, ADA's total assets were more than \$292 million. Its liabilities were just over \$248 million.

Exhibit 2:

Commercial Corridor Tax Allocation Districts Summary

The new Century Economic Development Plan identified six economic development priority areas and later 4 additional areas of interest. These areas were selected because they were underutilized, underinvested and have a population with a median household income of \$29,230 well below the City's median income of \$42,890. These areas also have a median home value of \$101,822 compared with the City's median home value of \$207,243.

In 2005, the Atlanta Development Authority (ADA) commissioned the analysis of redevelopment incentive tools to determine how best to spur redevelopment in areas of the City that have historically suffered from disinvestment. The study identified development opportunities in the 10 priority areas and recommended 4 areas for Tax Allocation Designation.

In late 2006, City Council approved the creation of four additional Tax Allocation Districts (TADs) to help jumpstart redevelopment in four Atlanta commercial districts: Campbellton Road TAD, Hollowell / ML King TAD, Metropolitan Parkway TAD and Stadium Neighborhoods TAD. The TAD designation is for 25 years.

The vision for the four newest TADs is to create a financial incentive that would support public-private partnerships to facilitate the resurgence of the areas by encouraging new substantial private commercial and retail investment.

The Commercial Corridor TADs (CTADs) will provide important economic incentives for new redevelopment opportunities and investments along major arterials linking downtown to the neighborhoods to the south and southwest of the City. The goals of these TADs are to enhance the market competitiveness and attract retailers and jobs. The Commercial Corridor TADs all contain sub-market areas called Development Nodes including Greenbriar Mall, Ft. McPherson, Westlake Marta Station, Bankhead Courts, Crosstown Shopping Center and the surface parking lots surrounding Turner Field.

The development nodes are envisioned to attract new private capital investment to properties located at key locations in the four TADs which are areas that historically have been underserved. It is anticipated that the four Commercial Corridor TADs will accept developer applications in early 2010.

Mechanics of Financing

- Pay-as-you-go financing: developers reimbursed for costs already incurred as new tax increment is generated.
- Smaller stream of funding but more flexibility in project funding and approval over time.
- Later projects receive a percent of available increment.
- 15-25 year time frame required.
- Developer responsible for providing up-front financing.
- Project funding contingent upon continued satisfaction of policy goals and requirements.
- Developer and banker responsible for underwriting project, thus assuming all risk.
- More cost effective for City.

Project Goals

- Economic development and job creation.
- Wealth creation for residents and businesses.
- Green prosperity, green and sustainable development.

Economic Development Tool Kit

- Tax Increment Financing
- Small business lending
- New Markets Tax Credit

- Neighborhood Stabilization Program
- Livable Centers Initiative Program
- Brownfield Program
- Business recruitment and expansion

Leverage- Multiple government and private funds are targeted to the CTADs and the program anticipates leveraging all available resources.. It is expected these funds will be matched by private equity and loan funds.

Innovative- In Atlanta we are proud to be a national best practice model for tax increment financing, or tax allocation districts as they are called here in Georgia. ADA's director of TADs is the co-chair of the Council of Development Finance Agencies' National TIF Coalition and is actively participating in the national conversation to refine this valuable economic development tool.

The TIF/TAD program incorporates one of the most innovative and successful economic development tools used through the United States. Tax increment Financing allows for future tax values for planned projects and renovations to be leveraged for private, catalytic development in underdeveloped areas. Matching this funds to the EECBG program allows for greater leverage, increased security for the clients, reduced risk for non-payment and greater likelihood of a successful project that stimulates the market and reduces green house emissions.

Sustainable Market Transformation-The City of Atlanta created these 4 Commercial TADs for a 25-year period. The TAD designations will continue long after the disbursement of the EECBG funds, however the energy efficiency policies and funding structures put in place will remain. After the EECBG program is complete ADA will continue to transform the CTAD districts and continue the green initiatives and energy efficiency improvement in these areas.

CTADs Outreach and Marketing

Atlanta Development Authority already has in place substantial infrastructure in these areas which are focused on the CTADs, including dedicated managers and support staff, full-time marketing staff.

Advisory Committees - ADA has also established Community Advisory Committees for each of the 4 Commercial TADS. These committees represent the communities that have the TAD designations including Neighborhood Planning Units (NPU's), neighborhood associations, business associations and educational institutions. These committees will work with ADA and the City of Atlanta in the implementation of the plans already approved by the stakeholders and will make recommendations to ADA and the City on projects to be funded from the tax allocation bond proceeds, tax allocation increment or other funds generated by this TAD. ADA in consultation with the Advisory Committee will identify project specific Community Benefits as applicable.

Current marketing outreach efforts include:

- Annual CTAD Developer Day- inviting hundreds of local and international developers to focus on the Atlanta's TADs. This year it is focused exclusively on the CTADs
- Regular surveys of the developer and local communities
- Articles in the newspaper supported by fulltime marketing staff- 3 focused CTAD articles in the Atlanta Journal Constitution this year already-circulation of 2M.
- Quarterly conferences and symposium participation with booths and multiple ADA representatives to promote CTADs.

Exhibit 3: Commercial Corridor Tax Allocation Districts



Exhibit 4:

Commercial Tax Allocation Districts (CTADs): Demographic Profile

In late 2006, City Council approved the creation of four additional TADs to help jumpstart redevelopment. These CCTADs were selected for their specific attributes as the best areas to positively impact job creation, wealth creation and quality of life. These areas are located in 4 distinct locations of Atlanta, yet all selected based on the economic distress and the catalytic potential evident in key real estate assets within their boundaries. The vision for the four newest TADs is to create a financial incentive that can be paired with other financial tools, like EECBG that can support public-private partnerships.

Demographic Profile:

Campbellton Road TAD	Hollowell/M.L. King TAD	Metropolitan Parkway TAD	Stadium TAD
Total Population: 20,630 ¹	Total Population: 33,225/36,672	Total Population: 14,008	Total Population: 12,217
Median Hhd Income: \$32,612	Median Hhd Income: \$22,751/\$28,021	Median Hhd Income: \$23,520	Median Hhd Income: \$22,995
% of City: 68%	% of City: 70%	% of City: 64%	% of City: 53%
Number of Households: 7,826	Number of Households: 10,682/12,573	Number of Households: 5,226	Number of Households: 4,670
Median Home Value: \$109,844	Median Home Value: \$97,719	Median Home Value: \$104,975 ²	Median Home Value: \$163,235
% of City: 53%	% of City: 47%	% of City: 51%	% of City: 79%
% (Hhd) below poverty: 22% (1,818)	% (Hhd) below poverty: 25% (6,286)	% (Hhd) below poverty: 35% (3,024)	% (Hhd) below poverty: 40% (787)

Economic Profile:

The geographic markets of Atlanta's four Commercial Corridors (CCTADs) are some of the most distressed, yet highest potential, communities in the metro Atlanta area and continue to suffer, as a whole, from disinvestment or other factors impeding the economic renaissance visited upon other areas of the City and the region. At the same time, the CCTAD residents have significant spending power that is under-utilized and in balance. The CCTADs include the following corridors:

1. **Campbellton Road TAD**-Located Southwest of the CBD, the Campbellton Road Corridor generated 628 jobs per square mile. The Corridor has income density of \$29 million of spending power per square mile and spending power of \$436 million. 648 businesses call Campbellton Road TAD home, they employ over 2800 workers. The percentage of foreclosure starts is 9.5 percent and 2008 unemployment is 6.5%.
2. **Hollowell/M.L. King Corridor TAD**-Donald L. Hollowell Parkway is West of the CBD. The Hollowell Parkway Corridor has an income density of \$21 million of spending power per square mile. More than a third of Hollowell's population is at or below the poverty level. In 2006, Hollowell Parkway generated 619 jobs per square mile and had spending power of \$181 million. Almost 12 percent of Hollowell's mortgages are in foreclosure and 2008 unemployment is 6.7%. The second street that is part of the Hollowell/M.L. King Corridor TAD is Martin Luther King. Martin Luther King Corridor is west of CBD with \$32 million of spending power per square mile. Twenty-six percent of Martin Luther King Corridor's population is at or below the poverty level. The Martin Luther King Corridor generated 678 jobs per square mile. In 2008 the MLK households has spending power of \$230 million. The percentage of foreclosure starts is 11.5 percent and 2008 unemployment is 6.7%. 211 businesses are locate in the Hollowell/M.L. King Corridor TAD, they employ 957 workers.
3. **Stadium TAD**-The Stadium Area is just south of the CBD. Stadium's income density is \$35 million of spending power per square mile. Thirty percent of Stadium's population is at or below the poverty level. The Stadium generated 1,268 jobs per square mile. In 2008 the Stadium households has spending power of \$147 million. The percentage of foreclosure starts is 8.5 percent and 2008 unemployment is 6.7%. 321 businesses are locate in the Stadium TAD, they employ 1832 workers.
4. **Metropolitan Parkway TAD**-Situated south of the CBD, Metropolitan Parkway Corridor has \$221 million in spending power and an income density of \$29 million of spending power per square mile. Twenty-six percent of the population is at or below the poverty level. In 2006, Metropolitan produced 823 jobs per square mile. The percentage of foreclosure starts is 11.1 percent and the 2008 unemployment rate is 6.7 percent. 93 businesses are locate in the Metropolitan Parkway TAD, they employ 847 workers.

¹ Total population, household size and median household income AEM data generated by J. Maxberry

² Average sales price, 2000 – 2004 City of Atlanta Population Data provided by Claritas

AGL Resources
Atlanta Gas Light
Chattanooga Gas
Elizabethtown Gas
Elkton Gas
Florida City Gas
Virginia Natural Gas
AGL Networks
Sequent Energy Management

404 584 4000 phone
www.atlantagaslight.com

Ten Peachtree Place
Atlanta, GA 30309

December 11, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

Atlanta Gas Light ("AGL"), an AGL Resources company, offers this letter of support for the attached Energy Efficiency and Conservation Block Grant (EECBG) application submitted by Southeast Energy Efficiency Alliance ("SEEA"). The collaborative efforts of key community leaders and businesses to create innovative strategies for sustainable residential and commercial energy efficiency programs will reduce greenhouse gas and other harmful emissions, reduce overall energy cost and create lasting community benefits.

If the grant is awarded to SEEA, AGL intends to leverage its arsenal of programs to support the implementation of the EECBG recommendations. Our Georgia Sustainable Environmental or Economic Development (GA SEED) program provides the platform to identify, fund and implement commercial energy conservation measures. Additionally, we have historically allocated rebate funds of between 100,000 and \$700,000 annually toward residential appliances and commercial equipment. AGL is also exploring the opportunity to apply for GEFA funding to implement a residential financing program by teaming up with the Atlanta Development Authority. If applied for and awarded, AGL would leverage GEFA funding to deliver up to a \$2 million dollar utility financing program.

We are proud of our legacy involvement with the City of Atlanta and look forward to participating in this endeavor to create and maintain lasting programs that provide benefits to the individual, as well as the environment we all share.

Sincerely,



Tarece Johnson Hassell
Manager, Energy Efficiency & Conservation



Atlanta Gas Light



ASHRAE

Technology for a Better Environment

1791 Tullie Circle, NE • Atlanta, GA 30329-2305 USA • Tel 404.636.8400 • Fax 404.321.5478 • <http://www.ashrae.org>

Gordon V.R. Holness, P.E., FASHRAE
President

Reply to: 10465 Terra Lago
West Palm Beach, FL 33412
☎ 561-776-1033
gholness@comcast.net

December 3, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Dear Secretary Chu,

I am writing in support of an effort underway in the city of Atlanta and across the southeast to improve the energy efficiency of their buildings. As you know, our nation's buildings account for 40 percent of our primary energy use—more than either transportation or industry. They are responsible for 72 percent of the electricity consumption and 39 percent of the total U.S. CO₂ emissions. These CO₂ emissions approximately equal the combined total emissions of Japan, France, and the United Kingdom.

Understanding how energy is used in individual buildings can have a significant impact on the choices policymakers and building owners make in the goals and requirements for new and existing buildings. Therefore, we are pleased to work with the city of Atlanta in utilizing our Building Energy Quotient (BuildingEQ) program to demonstrate actual energy savings and provide information for the design of future buildings. It is not anticipated that an owner's participation in the BuildingEQ program would result in much additional expense—models for new buildings developed for compliance with other regulations and incentives can be utilized within the BuildingEQ program. Assessments on existing performance are based around actual metered data.

The BuildingEQ program is currently in its pilot phase with participants from across the country including major building owners such as the General Services Administration, Hines, and The Durst Organization. Once the pilot program is completed in mid-2010, the program will be widely available. Incentives provided by Atlanta and others to participate in the BuildingEQ program will result in access to additional data that can further inform the future development of standards and codes, design practices, and technology development. ASHRAE is investing considerable time and expertise into this and other efforts to improve the energy efficiency of our nation's buildings.

The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE), founded in 1894, is an international organization of 52,000 members. ASHRAE fulfills its mission of advancing heating, ventilation, air conditioning and refrigeration to serve humanity and promote a sustainable world through research, standards writing, publishing and continuing education. In

American Society of Heating, Refrigerating and Air-Conditioning Engineers, Inc.

A N I N T E R N A T I O N A L O R G A N I Z A T I O N

recognition of the impact energy use by buildings has on the economy and the environment, since 1975, ASHRAE has developed and maintained the premier energy standards for commercial and residential buildings (ANSI/ASHRAE/IESNA Standard 90.1 and ANSI/ASHRAE Standard 90.2 respectively).

We have chapters throughout the southeast that are poised to provide assistance with the implementation of the BuildingEQ program and publicize the efforts of state and local governments to improve the building stock. Additionally, members of our headquarters staff in Atlanta and government affairs staff in Washington, DC are willing and able to provide technical support.

We look forward to continued work with state and localities, the Federal government, and the American people in achieving energy efficiency. If you, or your staff, have any questions or would desire more information, please contact Ryan Colker, Manager of Government Affairs at 202/833-1830 or rcolker@ashrae.org.

Sincerely,



Gordon V.R. Holness



ATLANTA TECHNICAL COLLEGE

Alvetta Peterman Thomas, Ed.D., President

December 9, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is our pleasure to submit this letter of support to the U.S. Department of Energy in support of the City of Atlanta's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. Atlanta Technical College (ATC) is a vibrant part of the Technical College System of Georgia. ATC prepares students for high-wage, high-performance careers by offering ATC offers associate degrees, diplomas, and technical certificates of credit. We have more than 80 programs building and construction, health and human services, business media and information technology, and skilled trades and technical areas.

We have created green jobs training programs and EECBG funds will enable us to upgrade and expand these programs while supporting the increased demand the grant will create. Components of green technology have been incorporated into our Automotive, Diesel and Construction-Related programs. We have the capacity to successfully support the execution of the EECBG grant by training workers to acquire the skills required in the emerging energy efficiency and renewable energy industries.

By providing residents with a clear, well managed pipeline to green job training and employment services, we increase their likelihood for success in this new emerging economy. ATC works with the City of Atlanta, State of Georgia, other technical colleges, the Atlanta Public Schools, business community, community and faith-based organizations in the delivery of workforce development services. We will continue to work with these organizations to create a plan, set goals, identify gaps, coordinate and expand the current energy efficiency efforts, green workforce training, and job placement activities underway locally.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

Alvetta P. Thomas



December 4, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Commitment for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is my pleasure to submit this letter of support to the U.S. Department of Energy in support of the City of Atlanta's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. I am the President and Chief Executive Officer of Atlanta BeltLine, Inc. The BeltLine has the extraordinary potential to positively transform the City of Atlanta. A key part of this transformation is to create a more sustainable energy future for Atlanta.

The BeltLine is one of the most comprehensive economic development efforts ever undertaken in the City of Atlanta and the largest, most wide-ranging urban redevelopment currently underway in the United States. It will combine greenspace, trails, transit, and new development along 22 miles of historic rail segments that encircle the urban core. We are committed to create an up to an estimated 5,600 new workforce housing units inside the BeltLine area, the most significant investment in affordable workforce housing in Atlanta's history. Approximately \$240 million of our project funding will be set aside into an affordable housing trust fund for the purpose of building workforce housing units.

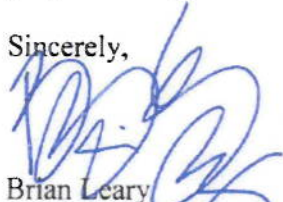
Over the next three years, our affordable housing trust fund will invest \$8.8 million into a mixture of incentives for construction and rehabilitation of rental or owner occupied multi-family projects. It will also provide down payment assistance for first time home buyers. Developers must meet minimum green building standards set by the Earth Craft program. Earth Craft standards require high standards for weatherization and energy efficiency than is standard on building projects.

The Honorable Secretary Steven Chu
December 4, 2009
Page 2 of 2

BeltLine will be able to leverage the funding in our affordable housing trust fund with the EECBG funding. EECBG funding would enable us to do more significant energy efficiency retrofits and increase the number of homes we can serve. Furthermore, we will be able to use the existing marketing, administration, and training systems in place to quickly and efficiently harness the funding.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,



Brian Leary
President and Chief Executive Officer
Atlanta BeltLine, Inc.



ATLANTA CITY COUNCIL

ANNE FAUVER
COUNCILMEMBER
DISTRICT 6

December 2, 2009

55 TRINITY AVENUE, S.W.
SECOND FLOOR, EAST
ATLANTA, GEORGIA 30335
DIRECT (404) 330-6049
MAIN (404) 330-6030
FAX (404) 658-6073

Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Commitment for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is my pleasure to submit this letter of support to the Southeast Energy Efficiency Alliance (SEEA) in support of the City of Atlanta's participation in a Southeast Regional application to DOE for the competitive EECBG funds. I am the councilmember for Atlanta's sixth district. The citizens in my district are active and supportive of sustainability related programs. Energy efficiency is of prime importance to us. Based on the City's research, the residents of my district are local leaders in terms of the number of energy efficiency related projects that have been undertaken. I assure you that additional funding for energy efficiency would enable more members of my district to undertake more projects at a much quicker rate. Furthermore, my office, the community groups, and neighborhood groups will be strong supporters who will help spread the word and build credibility for the program.

Please feel free to contact me with any questions. We see this as a unique opportunity to further the goal of achieving greater energy efficiency in an area of the country where it is needed.

Sincerely,

A handwritten signature in cursive script that reads "Anne Fauver".

Anne Fauver
Councilmember, District 6

SHIRLEY FRANKLIN
MAYOR



CITY OF ATLANTA
DEPARTMENT OF PLANNING AND COMMUNITY DEVELOPMENT
55 Trinity Avenue, S.W. SUITE 1450 – ATLANTA, GEORGIA 30303
404-330-6070 – FAX: 404-658-7638
<http://www.atlantaga.gov/Government/Planning.aspx>

JAMES E. SHELBY
COMMISSIONER

December 7, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Commitment for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is our pleasure to submit this letter of support to the U.S. Department of Energy in support of the City of Atlanta's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. I am the Commissioner of the Department of Planning and Community Development. My department administers the federal funds received through the HUD's Neighborhood Stabilization Program (NSP), Community Development Block Grant (CDBG), and others. We also work closely with non-profits and foundations, including the Casey Foundation, Enterprise Community Partners, and the Home Depot Foundation, to address affordable housing needs in Atlanta.

Energy efficiency retrofits and upgrades are a focus of all of the affordable housing programs we administer. Programs such as NSP require developers to meet sustainability and efficiency criteria as part of the funding agreement. We will be able to highly leverage our existing private and public funds with the EECBG program. EECBG funding would enable us to do more significant energy efficiency retrofits and increase the number of homes we can serve. Furthermore, we will be able to use the existing marketing, administration, and training systems in place to quickly and efficiently harness the funding.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

James Shelby, Commissioner
Department of Planning and Community Development



P.O. Box 105357 Atlanta, Georgia 30348 (678) 645-0600 Fax: (678) 645-1608

Michael J. Mannheimer
Vice President Supply Chain Services
Chief Procurement Officer

December 10, 2009

Honorable Secretary, Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585.

Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is my pleasure to submit this letter to the U.S. Department of Energy in support of the City of Atlanta and the City of Decatur's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. As a company eager to participate in the creation of sustained energy efficiency initiatives within the United States, Cox Enterprises is a leading communications, media and automotive services company with 2008 revenues of \$15.4 billion. In 2007, we launched Cox Conserves, our national sustainability program that seeks to conserve resources and reduce our greenhouse gas emissions by 20 percent by 2017. Cox Conserves encourages our 66,000 employees, their families and the communities we serve to engage in eco-friendly practices with a focus on energy efficiency and renewable energy. Since 2007 we have built 10 renewable energy systems on our properties around the country with a combined capacity of over 2 megawatts.

If the SEEA application is successful, Cox will provide in-kind media support in the cities where we have a presence in the form of public service announcements. The contribution that we hope to provide will leverage and extend the portion of the EECBG funding that Atlanta and Decatur plan to spend on media, marketing and communications. Our partnership will ensure rapid and thorough promotion of the program in the target areas so that consumer demand ramps up quickly. We see this as a unique opportunity to accelerate energy efficiency in an area of the country where it is needed.

Please feel free to contact me with any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michael J. Mannheimer", is written over a horizontal line.



November 30, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Avenue, SW
Washington, D.C. 20585

Re: Letter of Support for Application per the Retro-fit Ramp Up and General Innovations Fund
Program Funding Opportunity Announcement Number DE-FOA-0000148

Dear Secretary Chu:

It is our pleasure to submit this letter to the Southeast Energy Efficiency Alliance (SEEA) in support of the City of Decatur's participation in a Southeast Regional application to the U.S. Department of Energy for the competitive EECBG funds. We support the goal of promoting energy efficiency upgrades to residential and commercial properties in our community, and are willing to explore possible financing structures that could be used to encourage these improvements. We have worked on projects in the past to make alternative loans available to small businesses as well as through a non-profit organization that supports refugee resettlement in our area. We are excited to partner with the City of Decatur to make this program a success.

Currently, Decatur First Bank is undertaking minimal unsecured lending, with a maximum term of 24 months and rates around 10%. Collateralized home improvement loans can extend up to 5 years, while home equity loans can extend to 10 years. Interest rates for collateralized loans range between 6-7%. Unlike many other lenders, applicants do not need to be existing customers of the Bank in order to apply. Based on discussions with the City of Decatur staff, there are several options that we may pursue in order to provide lower interest loans to participants of this program.

- 1. The Program Takes an Equity Position in the Loan Using Grant Funding.**
Grant funding would be used to supply a portion of the loan capital upfront. After Decatur First Bank has recouped their portion, the portion fronted by the program would be repaid. The interest rate in this scenario would be closer to a collateralized loan and the term could range up to 36 months. This would not in any way constitute a pledge of the full or partial faith and credit of the City of Decatur at this time.
- 2. The Program Takes an Equity Position in the Loan + Lien Placed on Property.**
Providing collateral for the loan would allow Decatur First Bank to further reduce the interest rate to approximately as low as 6% under current market conditions.

In the future, as new financing mechanisms become feasible, Decatur First Bank is willing to discuss incorporating them into the program. Additionally, we are able to assist in standardizing these loans across multiple lending organizations in the metro-Atlanta area to facilitate packaging and sale into the secondary market at a later date.

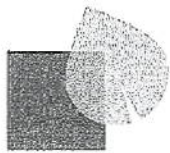
Decatur First Bank will work to advertise this program to new and existing customers using various media channels such as the website, brochures, and in-branch signage.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in our community, and enjoy the opportunity to partner with the City of Decatur whenever possible.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jack Regan', followed by a long, horizontal, wavy line that extends to the right.

Jack Regan
Senior Vice President



**DECATUR
PRESERVATION
ALLIANCE**

December 3, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Avenue, SW
Washington, D.C. 20585

Re: Letter of Support for Application per the Retro-fit Ramp Up and General
Innovations Fund Program Funding Opportunity Announcement Number
DE-FOA-0000148

Dear Secretary Chu:

It is our pleasure to submit this letter of support to the U.S. Department of Energy regarding the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program on behalf of the City of Decatur and the City of Atlanta.

The Decatur Preservation Alliance (DPA) supports the goal of promoting energy efficiency upgrades to residential and commercial properties in our community, and we are willing to provide administrative support to Decatur's program.

DPA is a 501(c)(3) with the stated mission of preserving Decatur's historic structures and green spaces. In 2002, the DPA Board founded Decatur's Martin Luther King Jr. Service Project which provides home maintenance, repair and energy-saving measures for lower-income senior citizen homeowners, free of cost to them. DPA partners with the City of Decatur in this event which takes place during the three-day weekend holiday observance of Dr. King's birthday each January. DPA also partners with the City of Decatur during our annual Old House Fair which provides educational workshops for homeowners to learn how to improve the energy efficiency of their homes.


The role of the Decatur Preservation Alliance will be to market this opportunity to Decatur residents and guide interested participants through the process. SEEA will be responsible for developing marketing materials and a customer recognition program, and we will customize and distribute these materials as necessary to attract participants. Other duties will include, but are not limited to, answering questions, sending applications to City of Atlanta for review, managing payments to contractors, administering customer satisfaction surveys, and compiling reports for City of Decatur staff.

Decatur Preservation Alliance/P.O. Box 1764/Decatur, GA 30031
www.decaturpreservationalliance.org

The Decatur Preservation Alliance is committed to making this program a success, and we will use grant funds effectively and efficiently.

Please feel free to contact me with any questions. My telephone number is 404.371.4444. My email address is susan@decaturpreservationalliance.org. We see this as a unique opportunity to advance energy efficiency in our community, and we enjoy the opportunity to partner with the City of Decatur whenever possible.

Sincerely,



Susan A. Cobleigh
Executive Director



December 14, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Dear Secretary Chu,

The Emerald Cities Collaborative (ECC) supports this EECBG proposal being submitted by Atlanta as part of the Southeast Energy Efficiency Alliance. Atlanta is among the first round of cities being targeted for outreach by ECC and is committed to the ECC's first project of comprehensively retrofitting America's urban building stock in ways that radically improve building energy while equitably and locally capturing the related employment, income, wealth, and health effects. With natural variation among cities, the common program of this project across cities will include: comprehensive scope, financial sustainability, labor standards and equitable value capture, independent democratic governance, and local capacity-building to manage this and like successor projects. ECC intends to implement its retrofit program city by city while realizing as many gains as possible from the overall coordination among cities and mutual assistance.

ECC will partner with Atlanta on EECBG program implementation in several ways. First, ECC and its local affiliates will help the city monitor and communicate savings and job creation through a mapping of the current energy usage, energy efficiency potential gains, and workforce needs by building and building sector. ECC will work with the city to use this baseline as a guide for the expansion of efforts begun through EECBG.

Second, ECC will help convene a broad group of stakeholders to build labor-community partnerships in completing the work required in implementing the EECBG. These activities in Atlanta are complementary with and non-duplicative of energy efficiency efforts, green workforce training, and job placement activities are underway locally. The Building Trades will participate in this effort in conjunction with ECC and increase access to its training curriculum. The product of this convening will be a formal plan that coordinates the workforce development efforts of Atlanta's range of stakeholders engaged in this work.

Third, ECC will provide Atlanta with varied technical assistance during program implementation. Local partners will provide the national staff with TA requests. The national staff will broker these needs and respond through a stable of frequently tapped consultants funded by ECC. The stable will be devoted to specialized, often on-site assistance on issues that will come up in helping Atlanta achieve the ends of the retrofit project. In addition, local ECC staff will engage city resources including community colleges, universities, and private consultants. Atlanta will also have access to a national toolkit and cross-site technical resources being developed by ECC.

Fourth, ECC will build upon Atlanta's efforts as a pilot for other cities as we expand our efforts nationally. Thus, we will help ensure that this EECBG program is both replicable and scalable. We will carry lessons from this project forward into the implementation of other citywide and regional projects.

Sincerely,

J. Phillip Thompson
Board of Directors, Emerald Cities Collaborative

Emerald Cities Collaborative

PO Box 35556 • Washington, DC 20033 • www.EmeraldCities.org



December 8, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Commitment for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is my pleasure to submit this letter of support to the U.S. Department of Energy in support of the City of Atlanta's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. I serve as Atlanta Office Director for Enterprise Community Partners. We work closely with many organizations across Atlanta to facilitate the development of green, affordable and workforce housing. EECBG funding would leverage and expand our current and planned affordable and workforce housing programs.

Enterprise is a leading provider of the development capital and expertise it takes to create decent, affordable homes and rebuild communities. For more than 25 years, Enterprise has pioneered neighborhood solutions through public-private partnerships with financial institutions, governments, community organizations and others that share our vision. Enterprise has raised and invested over \$9 billion in equity, grants and loans to help build or preserve more than 250,000 affordable rental and for-sale homes 75,000 of which are green affordable housing units supported by our Green Communities Initiative. In November of this year, Enterprise launched an expansion of its Green Communities Program, committing to raise \$4 billion to support the construction of green, energy efficient affordable housing over the next 5 years. In addition, Enterprise's long-standing leadership position in green affordable housing through our Green Communities initiative is now extended to commercial development projects that create jobs, provide critical services and stimulate growth in distressed neighborhoods on an environmentally sustainable basis. The Atlanta Office has been responsible for carrying out these programs in Atlanta since 1993.

As a partner with the City of Atlanta EECBG program, The Atlanta Enterprise Office will be able to leverage our existing private and public funds with the EECBG program to support the development of housing developments for low income Atlanta residents that are affordable, healthy, energy efficient and cost effective. EECBG funding will (1) fund energy efficiency upgrades in the homes we are purchasing and renovating and (2) support work force development training programs for jobs that are created through our development efforts. Furthermore, we will be able to use the existing marketing, administration, and training systems in place to quickly and efficiently harness the funding.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

Clara Axam,
Atlanta Office Director



Sonny Perdue
Governor

GEORGIA ENVIRONMENTAL FACILITIES AUTHORITY

Phil Foil
Executive Director

December 3, 2009

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Re: Letter of Support for SEEA Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

The Georgia Environmental Facilities Authority (GEFA), Division of Energy Resources (State Energy Office) is pleased to submit this letter of support to the Southeast Energy Efficiency Alliance (SEEA) in support of regional collaboration of local government participating in a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency. Georgia's Energy Office has made strong commitments to energy efficiency and renewable energy programs through our SEP, WAP, EECGB and Appliance Rebate funds allocated to us through ARRA 2009. Our intention is to support our local communities as closely as we can with financial and technical assistance. We look forward to working with you and the partner cities within our state on the regional solution for clean energy deployment.

We understand that local community energy programs can be greatly enhanced by state energy offices, public utility commissions, and legislatures. ARRA has provided us a greater opportunity to build our utility incentive programs, enact strong building codes, on-bill financing programs, benchmarking, and other initiatives to facilitate the participation of customers and the penetration of efficiency and renewable technologies. Through EECBG, we will help facilitate cities annually to share the best practices of your participating cities with other communities across the state.

Please feel free to contact me with any questions.

Sincerely,

David Gipson, Energy Division Director

Charles H. (Chuck) Huling, P.E.
Vice President
Environmental Affairs

241 Ralph McGill Boulevard NE
Atlanta, Georgia 30308-3374
Tel 404.506.7716
Fax 404.506.7066
chhuling@southernco.com

December 9, 2009

Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585



Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

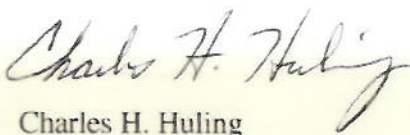
Dear Secretary Chu:

It is my pleasure to submit this letter of support to the Department of Energy ("DOE") in support of the City of Atlanta's participation in a Southeast Regional application to DOE for the competitive Energy Efficiency and Conservation Block Grants ("EECBG") funds coordinated by Southeast Energy Efficiency Alliance (SEEA). Georgia Power will work with SEEA, the City of Atlanta, the City of Decatur, and the Georgia Environmental Facilities Authority to increase energy efficiency in the City of Atlanta and City of Decatur.

Georgia Power intends to provide in-kind support to the City of Atlanta and the City of Decatur's efficiency programs by marketing its Home Performance with ENERGY STAR ("HPwES") pilot program to residents of the City of Atlanta and the City of Decatur. The residents who choose to participate would then be eligible for qualifying incentives from both the Georgia Power HPwES program and the EECBG funded program. The Georgia Power HPwES program was approved by the Georgia Public Service Commission ("Commission") in 2007 as a pilot program. It provides customers with incentives for a whole-house diagnostic assessment (blower door, duct blaster, visual inspections, etc.) to identify ways home owners can improve their homes' energy efficiency. If customers then choose to make qualifying improvements to their home as part of the Georgia Power HPwES program, they can qualify for additional incentives.

Overall, the Georgia Power HPwES program is designed to serve up to a few thousand customers over the initial pilot years and is valued at almost \$6 million in 2010. Georgia Power expects that this program will continue beyond its pilot phase (scheduled to end December 31, 2010), and the Commission will make this decision as part of Georgia Power's 2010 Integrated Resource Plan (to be filed in January 2010). As described in the proposal, we expect the Atlanta and Decatur's programs to identify customers for the Georgia Power HPwES program, and likewise, Georgia Power's HPwES program should identify customers for their programs. The in-kind support from the Georgia Power HPwES program is dependent upon the number of leads passed between the two programs.

Sincerely,


Charles H. Huling



FOUNDATION

2455 Paces Ferry Road, NW, Bldg C-17 • Atlanta, Georgia 30339

toll free: 866-593-7019 • toll free fax: 866-593-7027 • HomeDepotFoundation.org

December 10, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Support for the City of Atlanta
Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is our pleasure to submit this letter to the U.S. Department of Energy in support of the city of Atlanta's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. The Home Depot Foundation is focused on building affordable homes and improving the overall health of our communities. While the goals of building sustainable, affordable housing are easy to embrace — durable and quality building materials, energy and water efficiency, good indoor air quality, access to safe, healthy green spaces and better pedestrian environments — they are often more difficult to achieve in practice. That is why the Foundation partners with affordable housing developers and encourage public/private partnerships take a comprehensive approach to creating healthy communities through building homes responsibly and preserving green space. We work closely with the city of Atlanta nonprofits including Enterprise Community Partners and Southface to address affordable housing needs as well as sustainable communities.

Energy efficiency retrofits and upgrades are the main focus of the funding we provide to support affordable housing programs. The Foundation has committed \$600,000 over the next three years to enhance the NSP efforts in Atlanta by bringing the benefits of green rehabilitation to 300-400 housing units. This support will significantly improve the energy efficiency, water conservation and healthfulness of the rehabilitated homes. EECBG funding will enable the NSP program to leverage our existing support, as well as HUD's funds. Thus, the program will be able to undertake more significant energy efficiency retrofits and increase the number of homes served.

The Home Depot Foundation believes in equitably developing a diverse workforce to meet the emerging demands of the growing energy efficiency industry. We have granted over \$500,000 to several organizations such as Youth Build USA and the Portland Youth Builders to create green construction training programs and curriculum. We have also provided \$150,000 to help establish a training center at the Southface Energy Institute. This center is used for a wide range "green collar" training including weatherization, energy efficiency retrofits and other green building-related training. As shown by our committed funding, we believe in the workforce development planning and training that the city of Atlanta and other local organizations are currently working on and plan to continue. However, EECBG funding is needed to help drive demand and enable the necessary expansion of workforce development activities, such as making it more comprehensive, and more coordinated to ensure the vision becomes reality.

Please feel free to contact me with any questions. We see funding of the EECBG grant to the city of Atlanta necessary and an opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,


Kelly Caffarelli

December 11, 2009

Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is my pleasure to submit this letter of support to the Southeast Energy Efficiency Alliance (SEEA) in support of the City of Atlanta's participation in a Southeast Regional application to DOE for the competitive EECBG funds. The Metro Atlanta Chamber mobilizes and connects the business community to drive economic development and public policies that promote sustainable growth. Our board draws from Atlanta's top business leaders. We have a professional staff of 90 and serve 4,000 member companies who employ nearly 1 million workers. In economic development, our project managers attract the best companies and jobs. In the last 10 years, we have recruited 450 companies creating 40,000 new jobs -- and helped drive \$1.6 billion in economic impact through sports. In public policy, we tackle crisis issues and critical quality-of-life challenges such as energy, transportation, water, and education.

Environmental stewardship and sustainable business practices are a major part of our public policy agenda. Our goal is to protect our precious natural resources, and promote responsible, sustainable growth. We have a history of bringing together major stakeholders to tackle regional environmental issues. Over the past decade, the Chamber has helped to establish the Livable Communities Coalition, the Clean Air Campaign, and the Metropolitan North Georgia Water Planning District.

We are proud that energy efficiency businesses have a major presence in metropolitan Atlanta. These businesses will be able to support the EECBG program objectives. In turn, the EECBG funds and other energy efficiency related programs will grow the energy efficiency business in Atlanta and strengthen our economy. The Chamber is a strong supporter to help Atlanta spread the word and builds credibility for the program.

Please feel free to contact me with any questions. We see this as a unique opportunity to further the goal of achieving greater energy efficiency in an area of the country where it is needed.

Sincerely,



Renay Blumenthal
Senior Vice President, Public Policy

December 7, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Commitment for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

As the Executive Director of Southface Energy Institute, I am happy to write in support of the City of Atlanta's role in the EECBG grant application submitted by the Southeast Energy Efficiency Alliance (SEEA).

Southface Energy Institute (Southface) is a 501(c)(3) nonprofit corporation with over thirty years experience providing energy efficiency, building science and weatherization education and technical assistance programs across the South. Our mission is to promote sustainable homes, businesses, and communities. Southface is based in Atlanta, Georgia with over 45 full-time employees and an extensive network of technical consultants. Southface divides its building-focused programs into three major areas: Residential Buildings, Commercial and Institutional Buildings, and Community Design and Development.

The organization has an extensive history of partnering with federal, state, and local agencies on **training and technical assistance** programs. For example, over the past five years, Southface has **developed curricula** and directly trained thousands of persons in the areas of energy efficiency in the built environment. This includes over 1,100 contractors and utility personnel on performing home assessments for energy upgrades and indoor air quality improvements. Thousands more code officials and design and construction professionals have been educated through Southface programs on energy efficiency construction, renovation and weatherization. Our residential work is supported by a diverse group of public and private agencies including the U.S. Department of Energy, U.S. Environmental Protection Agency, HUD, the Home Depot Foundation, Kendeda Fund, Oak Hill Foundation, several state energy offices, and numerous building industry partners. Several of our collaborative projects have received national awards of excellence.

Southface is a national leader in building science and energy efficiency. Our staff frequently serves on **advisory panels** for federal and state agencies, foundations, and the building industry. Southface serves on the boards of directors and key technical committees of several national and regional energy and construction organizations including the Building Performance Institute (BPI), Residential Energy Services Network (RESNET), Affordable Comfort Institute (ACI), the Energy and Environmental Building Association (EEBA), National Association of Home Builders, US Green Building Council (USGBC), Georgia Building Energy Codes Advisory Panel and Greater Atlanta Home Builders Association.

Although powered by collaborations among partner agencies, a project of this size and complexity will require consistent and effective management to ensure quality outcomes. As the Project Coordinator, Southface will lead the effort to enhance current energy efficiency and job creation programs and initiatives in Atlanta through refined strategic vision, synergistic program alignment, ongoing needs assessment, performance metrics, and quality assurance systems. It is anticipated that Southface will create 1.5 FTE to provide adequate staffing for this effort.

In conclusion, Southface's experiences in the areas of energy efficiency and green buildings, as well as our extensive partnership network, will allow us to contribute significantly to the development and implementation of the proposed EECBG program, particularly in the areas of strategic planning, outreach, technical assistance, training, and curricula development.

Sincerely,


Dennis Creech

Executive Director

SOUTHFACE ENERGY INSTITUTE IN-KIND SUPPORT FOR EECBG PROJECT

Residential Green Building Services Building America, ENERGY STAR, Home Performance with Energy Star, DOE Weatherization, EarthCraft, LEED for Homes, Affordable Single-family and Multi-family Housing	\$2,720,000
Community Design and Development Home Depot Foundation Sustainable Cities Institute, Enterprise Green Communities, Sustainable Atlanta Initiative	\$970,000
Commercial and Institutional Green Building Services High Performance Buildings, LEED, ENERGY STAR, Grants to Green, Energy Modeling and Assessments	\$1,250,000
Energy Efficiency and Renewable Energy Policy and Outreach Georgia Integrated Resource Planning, Climate Southeast, Georgia Building Energy Codes, Alabama Building Energy Codes, Greenprints and Visionary Dinner	\$510,000
TOTAL COMMITMENT	\$5,450,000